

Message Text

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PAGE 01 LAGOS 09024 061535Z

71

ACTION AF-08

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 OMB-01 CIAE-00

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FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6220

UNCLAS LAGOS 09024

E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: NIGERIAN TELECOMMUNICATIONS PROJECT

REF: LAGOS 8750

1. BID SUBMISSION CLOSED AT NOON TODAY. ENTREATIES TO COMMISSIONER WILLIAMS AND OTHER OFFICIALS BY STOSKY, OTHERS AND OURSELVES GOT NOWHERE. DOUBTFUL THAT ANY U.S. FIRMS HAD SUFFICIENT RANGE AND FLIXIBILITY IN THEIR PROPOSALS TO INCLUDE HARD WIRED LOGIC SYSTEM. BASIC REASON FOR MIN COMMUNICATIONS CHANGE TO MORE RESTRICTIVE, OLDER TECHNOLOGY SPECS WAS FEAR OF MORE COMPLEX, ADVANCED SYSTEMS.

2. LESSON LEARNED FROM THIS IS THAT FIRMS WITH SO MUCH AT STAKE (PROJECT VALUED AT LEAST 250 MILLION DOLLARS) SHOULD SPEND MONTHS HERE PRIOR TO BID DEADLINE EXPLAINING NEW TECHNOLOGY AND EDUCATING APPROPRIATE LEVELS OF TELECOMMUNICATIONS OFFICIALS AND TECHNICIANS. INCLUDING HIGHER DECISION MAKERS. UPCOMING TELECOMMUNICATIONS TECHNICAL SALES SEMINAR (SEPT. 6-9) IS STEP IN THIS DIRECTION.
CAHILL

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NNN

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Margaret P. Grafeld
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